POTASH & PHOSPHATE INSTITUTE

NORTH AMERICAN PRODUCERS POTASH SALES - (Short Tons K20)

AGRICULTURAL		JULY 1991	JULY 1990
AL	Alabama	2,782	1,407
AK	Alaska	61	61
AZ	Arizona	428	295
AR	Arkansas	247	711
CA	California	4,328	4,557
CO	Colorado	363	353
CT	Connecticut	0	40
DE	Delaware	2,764	451
FL	Florida	8,072	9,937
GA	Georgia	4,650	3,081
HI	Hawaii	5	167
ID	Idaho	603	825
IL	Illinois	41,143	31,019
IN	Indiana	18,906	5,407
IA	Iowa	21,059	22,975
KS	Kansas	2,034	1,661
KY	Kentucky	6,823	3,635
LA	Louisiana	16,035	13,885
ME	Maine	0	132
MD	Maryland	154	3,395
MA	Massachusetts	155	89
MI	Michigan	2,974	5,465
MN	Minnesota	9,290	20,262
MS	Mississippi	979	400
MO	Missouri	5,124	6,804
MT	Montana	479	825
NE	Nebraska	379	586
NV	Nevada	0	0
NH	New Hampshire	152	60
NJ	New Jersey	438	107
NM	New Mexico	419	313
NY	New York	1,236	2,273
NC	North Carolina	3,492	3,221
ND	North Dakota	239	573
OH	Ohio	5,134	20,903
OK	Oklahoma	784	1,202
OR	Oregon	831	1,642
PA	Pennsylvania	1,262	2,777
RI	Rhode Island	0	141
SC	South Carolina	719	490
SD	South Dakota	76	226
TN	Tennessee	1,606	2,182
TX	Texas	4,531	6,129
UT	Utah	465	82
VT	Vermont	745	755
VA	Virginia	1,850	381
WA	Washington	1,874	2,938
WV	West Virginia	0	0
WI	Wisconsin	8,328	14,548
WY	Wyoming	108	162
	TOTAL U.S.:	184,126	199,530
CANADA			
AB	Alberta	327	242
BC	Brit. Columbia	139	187
MB	Manitoba	91	167
NB	New Brunswick	128	178
NF	Newfoundland	0	0
NS	Nova Scotia	104	20
ON	Ontario	4,421	28,591
PE	Pr.Edward Isle	100	67
PQ	Quebec	1,772	5,828
SK	Saskatchewan	3,536	141
	TOTAL CAN:	10,618	35,421
EXPORT SALES:		266,338	336,047
TOTAL AG SALES		461,082	570,998
Non-Ag U.S.		40,395	39,242
	Canada	725	1,145
	Exports	4,618	3,702
TOTAL NON-AG SALES		45,738	44,089
GRAND TOTAL		**506,820**	**615,087**

POTASH & PHOSPHATE INSTITUTE

POTASH SALES - NORTH AMERICAN PRODUCERS - (Short Tons K2O)

JULY 1991

AGRICULTURAL	STANDARD	COARSE	GRANULAR	SOLUBLE	SULPHATES	TOTAL
AL Alabama	910	0	1,770	0	102	2,782
AK Alaska	0	61	0	0	0	61
AZ Arizona	104	30	0	13	281	428
AR Arkansas	58	0	174	15	0	247
CA California	2,051	342	628	0	1,307	4,328
CO Colorado	94	15	184	57	13	363
CT Connecticut	0	0	0	0	0	0
DE Delaware	0	2,752	0	0	12	2,764
FL Florida	2,327	1,359	311	1,892	2,183	8,072
GA Georgia	1,362	1,641	835	13	799	4,650
HI Hawaii	0	0	0	0	5	5
ID Idaho	183	154	12	217	37	603
IL Illinois	971	31,820	7,072	1,280	0	41,143
IN Indiana	557	7,523	9,129	1,615	82	18,906
IA Iowa	265	16,003	4,222	558	11	21,059
KS Kansas	295	83	1,164	380	112	2,034
KY Kentucky	0	6,766	0	0	57	6,823
LA Louisiana	1,814	0	14,175	30	16	16,035
ME Maine	0	0	0	0	0	0
MD Maryland	0	0	154	0	0	154
MA Massachusetts	0	111	29	0	15	155
MI Michigan	0	1,281	1,630	0	63	2,974
MN Minnesota	15	2,032	7,032	127	84	9,290
MS Mississippi	0	111	868	0	0	979
MO Missouri	16	113	4,940	29	26	5,124
MT Montana	0	176	252	51	0	479
NE Nebraska	111	16	77	141	34	379
NV Nevada	0	0	0	0	0	0
NH New Hampshire	0	0	152	0	0	152
NJ New Jersey	0	124	87	227	0	438
NM New Mexico	47	0	276	0	96	419
NY New York	0	182	994	0	60	1,236
NC North Carolina	549	2,218	0	185	540	3,492
ND North Dakota	0	49	168	22	0	239
OH Ohio	274	3,952	143	170	595	5,134
OK Oklahoma	122	0	623	0	39	784
OR Oregon	114	108	364	185	60	831
PA Pennsylvania	243	139	571	124	185	1,262
RI Rhode Island	0	0	0	0	0	0
SC South Carolina	427	242	0	0	50	719
SD South Dakota	0	15	21	0	40	76
TN Tennessee	14	1,592	0	0	0	1,606
TX Texas	352	568	2,842	474	295	4,531
UT Utah	407	44	0	0	14	465
VT Vermont	0	0	722	0	23	745
VA Virginia	122	121	988	624	(5)	1,850
WA Washington	28	182	926	635	103	1,874
WV West Virginia	0	0	0	0	0	0
WI Wisconsin	0	5,474	1,272	1,445	137	8,328
WY Wyoming	0	108	0	0	0	108
TOTAL U.S.:	13,832	87,507	64,807	10,509	7,471	184,126
CANADA						
AB Alberta	24	0	237	66	0	327
BC Brit. Columbia	13	0	81	0	45	139
MB Manitoba	0	54	37	0	0	91
NB New Brunswick	0	115	0	0	13*	128
NF Newfoundland	0	0	0	0	0	0
NS Nova Scotia	0	81	23	0	0	104
ON Ontario	0	1,048	3,081	0	292	4,421
PE Pr.Edward Isle	0	0	100	0	0	100
PQ Quebec	0	0	1,638	0	134	1,772
SK Saskatchewan	0	3,525	11	0	0	3,536
TOTAL CAN:	37	4,823	5,208	66	484	10,618
*EXPORT SALES:	160,647	31,481	58,608	13	15,589	266,338
TOTAL AG SALES	174,516	123,811	128,623	10,588	23,544	461,082
NON-AG U.S.	34,634	-	-	5,332	429	40,395
Canada	628	-	-	86	11	725
*Exports	1,062	-	-	3,517	39	4,618
TOTAL NON-AG SALES	36,324	-	-	8,935	479	45,738
GRAND TOTAL	**210,840**	**123,811**	**128,623**	**19,523**	**24,023**	**506,820**

*Exports listed on reverse.

POTASH & PHOSPHATE INSTITUTE
EXPORT SALES - NORTH AMERICAN PRODUCERS - (SHORT TONS K2O)

JULY 1991

AGRICULTURAL	STANDARD	COARSE	GRANULAR	SOLUBLE	SULPHATES	TOTAL
Argentina	812	0	0	0	0	812
Australia	26	0	7,728	0	0	7,754
Belize	0	0	357	0	0	357
Brazil	13,735	21,650	26,561	0	0	61,946
Chile	1,984	0	0	0	7,275	9,259
China	51,999	0	6,691	0	0	58,690
Colombia	3,857	0	0	0	0	3,857
Costa Rica	942	0	0	0	345	1,287
Ecuador	2,011	1,730	0	0	0	3,741
France	16,955	0	0	0	0	16,955
Honduras	0	0	1,736	0	381	2,117
Japan	7,118	0	0	0	3,188	10,306
Korea	0	3,522	0	0	0	3,522
Malaysia	51,390	0	0	0	3,036	54,426
Martinique	0	0	1,527	0	0	1,527
Mexico	2,783	0	0	0	1,356	4,139
New Zealand	0	4,579	0	0	0	4,579
Philippines	3,350	0	0	0	0	3,350
Puerto Rico	0	0	0	13	0	13
Taiwan	0	0	0	0	8	8
Thailand	3,685	0	0	0	0	3,685
Venezuela	0	0	14,008	0	0	14,008
TOTAL AG:	160,647	31,481	58,608	13	15,589	266,338
NON-AGRICULTURAL						
Australia	0	-	-	0	39	39
Japan	75	-	-	0	0	75
Korea	249	-	-	0	0	249
Mexico	600	-	-	0	0	600
Taiwan	126	-	-	0	0	126
United Kingdom	12	-	-	3,517	0	3,529
TOTAL NON-AG:	1,062	-	-	3,517	39	4,618
TOTAL EXPORTS	**161,709**	**31,481**	**58,608**	**3,530**	**15,628**	**270,956**

POTASH & PHOSPHATE INSTITUTE

POTASH SALES - CANADIAN PRODUCERS - (Short Tons K2O)

JULY 1991

AGRICULTURAL	STANDARD	COARSE	GRANULAR	SOLUBLE	TOTAL
AL Alabama	896	0	1,708	0	2,604
AK Alaska	0	61	0	0	61
AZ Arizona	0	0	0	0	0
AR Arkansas	0	0	0	0	0
CA California	0	0	0	0	0
CO Colorado	0	0	0	0	0
CT Connecticut	0	0	0	0	0
DE Delaware	0	2,752	0	0	2,752
FL Florida	2,104	1,359	311	1,892	5,666
GA Georgia	1,362	1,641	835	0	3,838
HI Hawaii	0	0	0	0	0
ID Idaho	0	38	12	217	267
IL Illinois	0	31,820	6,833	1,280	39,933
IN Indiana	435	7,523	9,129	1,615	18,702
IA Iowa	242	15,926	3,869	558	20,595
KS Kansas	0	0	0	0	0
KY Kentucky	0	6,766	0	0	6,766
LA Louisiana	1,814	0	13,499	30	15,343
ME Maine	0	0	0	0	0
MD Maryland	0	0	154	0	154
MA Massachusetts	0	111	29	0	140
MI Michigan	0	1,281	246	0	1,527
MN Minnesota	15	2,032	7,032	127	9,206
MS Mississippi	0	111	0	0	111
MO Missouri	0	16	3,784	0	3,800
MT Montana	0	176	252	35	463
NE Nebraska	0	16	0	141	157
NV Nevada	0	0	0	0	0
NH New Hampshire	0	0	152	0	152
NJ New Jersey	0	124	87	227	438
NM New Mexico	0	0	73	0	73
NY New York	0	182	994	0	1,176
NC North Carolina	549	2,218	0	185	2,952
ND North Dakota	0	49	168	22	239
OH Ohio	274	3,952	143	170	4,539
OK Oklahoma	0	0	61	0	61
OR Oregon	27	108	364	185	684
PA Pennsylvania	243	139	571	124	1,077
RI Rhode Island	0	0	0	0	0
SC South Carolina	427	242	0	0	669
SD South Dakota	0	15	21	0	36
TN Tennessee	0	1,529	0	0	1,529
TX Texas	0	0	0	0	0
UT Utah	0	0	0	0	0
VT Vermont	0	0	722	0	722
VA Virginia	122	121	988	624	1,855
WA Washington	28	182	926	635	1,771
WV West Virginia	0	0	0	0	0
WI Wisconsin	0	5,474	1,272	1,445	8,191
WY Wyoming	0	108	0	0	108
TOTAL U.S.:	8,538	86,072	54,235	9,512	158,357
CANADA					
AB Alberta	24	0	237	66	327
BC Brit. Columbia	13	0	81	0	94
MB Manitoba	0	54	37	0	91
NB New Brunswick	0	115	0	0	115
NF Newfoundland	0	0	0	0	0
NS Nova Scotia	0	81	23	0	104
ON Ontario	0	1,048	3,081	0	4,129
PE Pr.Edward Isle	0	0	100	0	100
PQ Quebec	0	0	1,638	0	1,638
SK Saskatchewan	0	3,525	11	0	3,536
TOTAL CAN:	37	4,823	5,208	66	10,134
*EXPORT SALES	152,115	29,751	41,041	0	222,907
TOTAL AG SALES	160,690	120,646	100,484	9,578	391,398
NON-AG U.S.	23,357	-	-	5,318	28,675
Canada	628	-	-	86	714
*Exports	213	-	-	0	213
TOTAL NON-AG SALES	24,198	-	-	5,404	29,602
GRAND TOTAL	**184,888**	**120,646**	**100,484**	**14,982**	**421,000**

*Exports listed on reverse.

POTASH & PHOSPHATE INSTITUTE
EXPORT SALES - CANADIAN PRODUCERS - (Short Tons K2O)

JULY 1991

AGRICULTURAL	STANDARD	COARSE	GRANULAR	SOLUBLE	TOTAL
Australia	26	0	7,728	0	7,754
Brazil	13,735	21,650	26,622	0	62,007
China	51,999	0	6,691	0	58,690
Colombia	3,857	0	0	0	3,857
France	16,955	0	0	0	16,955
Japan	7,118	0	0	0	7,118
Korea	0	3,522	0	0	3,522
Malaysia	51,390	0	0	0	51,390
New Zealand	0	4,579	0	0	4,579
Philippines	3,350	0	0	0	3,350
Thailand	3,685	0	0	0	3,685
TOTAL AG:	152,115	29,751	41,041	0	222,907
NON-AGRICULTURAL					
Japan	75	-	-	0	75
Taiwan	126	-	-	0	126
United Kingdom	12	-	-	0	12
TOTAL NON-AG:	213	-	-	0	213
TOTAL EXPORTS	**152,328**	**29,751**	**41,041**	**0**	**223,120**

POTASH & PHOSPHATE INSTITUTE

POTASH SALES - U. S. PRODUCERS - (Short Tons K2O)

JULY 1991

AGRICULTURAL	STANDARD	COARSE	GRANULAR	SOLUBLE	SULPHATES	TOTAL
AL Alabama	14	0	62	0	102	178
AK Alaska	0	0	0	0	0	0
AZ Arizona	104	30	0	13	281	428
AR Arkansas	58	0	174	15	0	247
CA California	2,051	342	628	0	1,307	4,328
CO Colorado	94	15	184	57	13	363
CT Connecticut	0	0	0	0	0	0
DE Delaware	0	0	0	0	12	12
FL Florida	223	0	0	0	2,183	2,406
GA Georgia	0	0	0	13	799	812
HI Hawaii	0	0	0	0	5	5
ID Idaho	183	116	0	0	37	336
IL Illinois	971	0	239	0	0	1,210
IN Indiana	122	0	0	0	82	204
IA Iowa	23	77	353	0	11	464
KS Kansas	295	83	1,164	380	112	2,034
KY Kentucky	0	0	0	0	57	57
LA Louisiana	0	0	676	0	16	692
ME Maine	0	0	0	0	0	0
MD Maryland	0	0	0	0	0	0
MA Massachusetts	0	0	0	0	15	15
MI Michigan	0	0	1,384	0	63	1,447
MN Minnesota	0	0	0	0	84	84
MS Mississippi	0	0	868	0	0	868
MO Missouri	16	97	1,156	29	26	1,324
MT Montana	0	0	0	16	0	16
NE Nebraska	111	0	77	0	34	222
NV Nevada	0	0	0	0	0	0
NH New Hampshire	0	0	0	0	0	0
NJ New Jersey	0	0	0	0	0	0
NM New Mexico	47	0	203	0	96	346
NY New York	0	0	0	0	60	60
NC North Carolina	0	0	0	0	540	540
ND North Dakota	0	0	0	0	0	0
OH Ohio	0	0	0	0	595	595
OK Oklahoma	122	0	562	0	39	723
OR Oregon	87	0	0	0	60	147
PA Pennsylvania	0	0	0	0	185	185
RI Rhode Island	0	0	0	0	0	0
SC South Carolina	0	0	0	0	50	50
SD South Dakota	0	0	0	0	40	40
TN Tennessee	14	63	0	0	0	77
TX Texas	352	568	2,842	474	295	4,531
UT Utah	407	44	0	0	14	465
VT Vermont	0	0	0	0	23	23
VA Virginia	0	0	0	0	(5)	(5)
WA Washington	0	0	0	0	103	103
WV West Virginia	0	0	0	0	0	0
WI Wisconsin	0	0	0	0	137	137
WY Wyoming	0	0	0	0	0	0
TOTAL U.S.:	5,294	1,435	10,572	997	7,471	25,769
CANADA						
AB Alberta	0	0	0	0	0	0
BC Brit. Columbia	0	0	0	0	45	45
MB Manitoba	0	0	0	0	0	0
NB New Brunswick	0	0	0	0	13	13
NF Newfoundland	0	0	0	0	0	0
NS Nova Scotia	0	0	0	0	0	0
ON Ontario	0	0	0	0	292	292
PE Pr.Edward Isle	0	0	0	0	0	0
PQ Quebec	0	0	0	0	134	134
SK Saskatchewan	0	0	0	0	0	0
TOTAL CAN:	0	0	0	0	484	484
*EXPORT SALES:	8,532	1,730	17,567	13	15,589	43,431
TOTAL AG SALES	13,826	3,165	28,139	1,010	23,544	69,684
NON-AG U.S.	11,277	-	-	14	429	11,720
Canada	0	-	-	0	11	11
*Exports	849	-	-	3,517	39	4,405
TOTAL NON-AG SALES	12,126	-	-	3,531	479	16,136
GRAND TOTAL	**25,952**	**3,165**	**28,139**	**4,541**	**24,023**	**85,820**

*Exports listed on reverse.

POTASH & PHOSPHATE INSTITUTE
EXPORT SALES - U. S. PRODUCERS - (SHORT TONS K2O)

JULY 1991

AGRICULTURAL	STANDARD	COARSE	GRANULAR	SOLUBLE	SULPHATES	TOTAL
Argentina	812	0	0	0	0	812
Belize	0	0	357	0	0	357
Brazil	0	0	(61)	0	0	(61)
Chile	1,984	0	0	0	7,275	9,259
Costa Rica	942	0	0	0	345	1,287
Ecuador	2,011	1,730	0	0	0	3,741
Honduras	0	0	1,736	0	381	2,117
Japan	0	0	0	0	3,188	3,188
Malaysia	0	0	0	0	3,036	3,036
Martinique	0	0	1,527	0	0	1,527
Mexico	2,783	0	0	0	1,356	4,139
Puerto Rico	0	0	0	13	0	13
Taiwan	0	0	0	0	8	8
Venezuela	0	0	14,008	0	0	14,008
TOTAL AG:	8,532	1,730	17,567	13	15,589	43,431
NON-AGRICULTURAL						
Australia	0	-	-	0	39	39
Korea	249	-	-	0	0	249
Mexico	600	-	-	0	0	600
OTHER COUNTRIES	0	-	-	3,517	0	3,517
TOTAL NON-AG:	849	-	-	3,517	39	4,405
TOTAL EXPORTS	**9,381**	**1,730**	**17,567**	**3,530**	**15,628**	**47,836**